

## 2. SPECIFICATION

### a) Descriptive title of the invention

Risk Management for Manufacturing Environment

### b) Cross References to Related Application

- i) trading systems
- ii) securities
- iii) supply chain management
- iv) global cash management and settlement
- v) market data and analytics

### c) Background of the Invention

Despite several trillion dollars in annual volume and a relentless pace of innovation in the manufacturing sector, the global market in major industrial commodities remains a jumble of inefficient sales and purchasing channels. Poor information, entrenched relationships, costly travel and needless paperwork regularly lead to inflated costs, dramatic price swings, significant transaction risk and a high degree of uncertainty about product quality, availability and delivery. Even though there have been rapid gains in productivity in most aspects of manufacturing due to advances in technology and management techniques, the buying-selling process has generally lagged behind because of a lack of modern tools. One of the essential reasons for this deficiency is the high cost of owning and maintaining the infrastructure required to create a common global platform necessary to eliminate the risk of doing business globally.

### d) Brief Summary of the Invention

an automated, double-sided real-time auction with built-in financial settlement. A new business model provides a mechanism which guarantees price as well as availability of in-process-materials for manufacturers.

### e) Brief Description of the Drawings

- i) A pyramid representing the relationship of main elements
- ii) Risk elements in manufacturing ( 3 sketches)
- iii) Selection process of manufactured products ( 3 sketches)
- iv) Global cash management
- v) Global physical delivery

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f) Detailed Description

- Integration of trading platform into:
  1. financial cash management engine ( ACH and non ACH) , automating clearing/settlement system for executed matched trades in real time
  2. data exchange engine, automating receive and dispatch of physicals before and after the matched orders are identified.
- knowledge based engines which provides a methodology to generate products that can in turn be "securitized"
  1. classification of manufacturers parts
  2. extraction and compilation of sales figures per product
  3. application of 80/20 rule to compute products market share
  4. rationalizing products grouping based on the above
  5. extraction of technical spec per product category
  6. rationalizing manufacturers part numbers based on specs
  7. generating generic product specs
- risk management engine (margin maintenance)
  1. development of multi-level trading ( forwards and futures on a common platform)
  2. a methodology of making international trade currency neutral
  3. developing manufacturers business rating combining financial with trade history
  4. methodology for computing real time manufacturers earnings based on commodities index
  5. methodology for computing real time manufacturers earnings based on currency exchange
- interfaces
  1. Common platform to interchange data between windows environment and web based databases for data capturing
  2. As above, but for data transmittal
- A full system integration of all the above modules in a web environment

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